The Guide

SPACE/STTI Nashville Show
September 3-5, 1984

The BR Futureproof™ Warranty. It Protects Something More Valuable Than Equipment: Your Reputation.

Word of mouth advertising from customers can make you or break you. So make sure you get compliments—not complaints—with BR's exclusive "Futureproof"™ five-year warranty. It's the first opportunity for TVRO customers to buy an extended protection plan for their systems at the time of purchase, just like they buy for their cars.

As a BR Satellite Communication dealer, you can offer "Futureproof"™ coverage for a minimal cost to your customers (and a profit for you).

Backed by one of the world's largest insurance companies, BR Satellite will guarantee all electronic components against any manufacturer defects for a total of five years (Including the first year which we cover automatically). Contact us to discuss all the details —then "Futureproof"™ your reputation.

Immediate Free Replacement Service.

BR Satellite is the only distributor in this industry who will replace any defective TVRO product with a new unit, just by making one toll-free phone call. ***Before*** *you send the defective unit back and at* ***no*** *cost to you.*

The "Futureproof"™ Decal—a Sign of Success.

If you've got it, flaunt it! The "Futureproof" warranty sticker in your store window could be your best salesman. We'll send brochures and in-store displays, too.

Our Standard Warranty—Still the Ultimate, Still Free.

Every piece of equipment we sell is backed by our unconditional replacement policy for a full year.*

It's an irresistible sales tool, and it won't cost you or your customers a cent.

We'll ship a replacement via UPS Blue Label, at our expense, the same day you call us. We ask only that you ship the defective unit, at your expense, within 5 days *after* you receive the replacement.

At BR Satellite, there is no "turnaround" waiting time. And only a bare minimum of your valued customer's down time.

We Distribute More Than Equipment: Free Ads, Brochures and More!

Our total dealer support program can provide you with ad art, ready for you to run and brochures to educate customers.

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NORSAT LNAs	Seavey Engineering
Chaparral	Newton Test Generators
Earth Terminals	Satellite Ground Components
Wilson Microwave Systems	SAT TAK Jumper Cables
USS Maspro	Earth Station Accessories
Dexcel	Coax-Seal

Toll-free ordering. Same Day Shipment.

Every product we distribute is in stock at all times. If you call our toll-free number before 2 PM, we'll ship your order the same day. And unlike some distributors, we're happy to ship C.O.D.

*All products and items discontinued during warranty period not subject to immediate replacement.

"We Distribute Trust."

Dealers Only.

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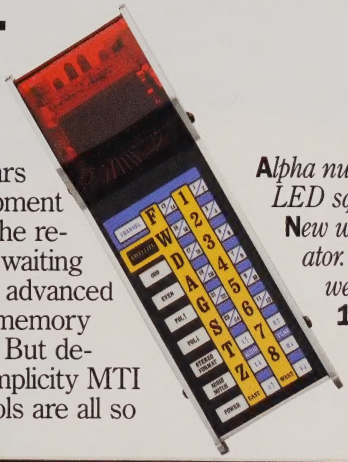
Roslyn, NY 11576
516-484-6080

BR SATELLITE stocks every product we distribute at all times. If you call our **toll-free** number before 2 PM, we'll ship your order the same day. Unlike other distributors, we're happy to ship C.O.D.

Finally the Ultimate Antenna Positioner System. MTI's New 4100 Puts You on the Right Track Forever.



Once again, MTI's years of patient research, development and testing have paid off. The result is a system well worth waiting for! Incorporating the most advanced features: like a nonvolatile memory and easy-to-read keyboard. But designed with the absolute simplicity MTI is renowned for. The controls are all so straightforward and logical—anyone can operate them. Yet even the most advanced technician or hobbyist will be impressed with the 4000 series' capabilities and performance.

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125 *feet of pre-assembled cable included.*

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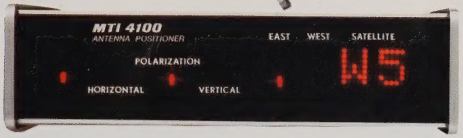

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Mechanical locking limits built into actuator.

The sum of the system is even greater than its parts.

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SPACE/STTI Nashville Show

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Rick Schneringer
President, STTI

Welcome!

STTI takes great pleasure in joining hands with SPACE to welcome you to the largest satellite private terminal program/trade show ever held internationally at one of the most renowned and popular locations in the world—NASHVILLE!

Our SPACE/STTI Nashville Show will play hosts to thousands of attendees from all over the globe who will be viewing the extensive progress of technology that has occurred over the few short years that our industry has been in existence. We invite you to visit every one of our 520 booths as well as the 200 plus operating antennas in our outdoor exhibit area—don't miss a one! Program training envelopes all subjects from basics through technical and is conducted by highly trained, experienced professionals and experts in the field.

We look forward to meeting you and thank each of you for attending the SPACE/STTI Nashville Show!

Peter Dalton
President, SPACE

SPACE welcomes you to the first SPACE/STTI Nashville Show! After a busy summer of planning, Labor Day has arrived with the opening of this Nashville Show. This will be the biggest show the TVRO industry has seen and we hope you will take advantage of the many opportunities this show has to offer.

The Dealer Certification Program, a new educational opportunity for dealers to gain expertise in technical areas concerning earth station equipment, will be introduced at the show. We are fortunate to have honored guest speakers addressing the earth station industry, among them Congresman W. J. (Billy) Tauzin from Louisiana who will be speaking at the Opening Ceremonies Monday morning, and Congressman Albert Gore Jr. will be returning to his home state of Tennessee to be the featured speaker at the Banquet Tuesday evening. There will also be an offering of technical and marketing seminars throughout the three day program.

Nashville is the perfect setting for the industry to convene and we hope you will have an opportunity to take advantage of the sights and sounds of America's musical heritage as well. Along with STTI, we're glad you're here and we hope to make this the best TVRO industry show yet!

General Information

Registration

Convention Registration will be located in the Registration Area outside of the Main Exhibit Hall—Ryman Hall B within the Opryland Hotel. Registration will be open during the following hours:

Sunday ..... 10:00 a.m.-7:30 p.m.
Monday ..... 7:00 a.m.-6:00 p.m.
Tuesday ..... 7:00 a.m.-6:00 p.m.
Wednesday ..... 7:00 a.m.-3:00 p.m.

Banquet Tickets

The Banquet featuring Congressman Al Gore Jr. (D-TN) and Louise Mandrell will take place Tuesday evening September 4 at 6:00 p.m. Tickets are $45.00 each and can be purchased across from the Convention Registration Desk.

Badges

Convention Badges must be worn for all meetings and seminars during the Convention, and for admittance to both exhibit halls. Security will check badges at entrances to all meetings, seminars and special events.

Speakers Check-In

All speakers and moderators are requested to report to the Convention Registration Desk located in the Registration Lobby on their arrival to the Convention.

Conference at a Glance

Monday, September 3
7:00 a.m. Registration
10:30 a.m. Opening Ceremonies
12:00 a.m. Exhibit Hall opens
1:00 a.m. Dealer Certification Course #1
Satellite Antennas for TVRO
1:00 a.m. Seminars begin
6:00 p.m. Exhibit Hall closes

Tuesday, September 4
7:00 a.m. Registration
9:00 a.m. SPACE General Meeting
10:00 a.m. Seminars begin
11:00 a.m. Exhibit Hall opens
1:00 p.m. Dealer Certification Course #2
TVRO Antenna Installation
5:00 p.m. Exhibit Hall closes
6:00 p.m. Convention Banquet

Wednesday, September 5
7:00 a.m. Registration
9:00 a.m. Exhibit Hall opens
9:00 a.m. Seminars begin
3:00 a.m. Exhibit Hall closes

Transportation

Opryland Hotel makes available the following transportation services within the city:

To and from the airport
Continuous scheduled runs from 6:20 a.m. to 7:35 p.m.

To and from Grand Ole Opry
$1.00 per person, round trip. For 6:30 p.m. shows, service begins at 5:30 p.m. and operates on a 15 minute schedule throughout the evening. For 9:30 p.m. shows, service is running continually from 6:30 p.m. on 15 minute intervals until 12:30 p.m.

To and from Opryland theme park
Begins service each morning at 9:30 a.m. and runs every 15 minutes until the park closes for the day. $1.00 per person round trip.

Major Domestic Airlines

Airline	Area Code	Reservations
American	615	244-5500
Capital International	1-800	223-6365
Delta		244-9860
Eastern		244-3780
Ozark		256-6699
Pan Am		367-0442
Piedmont		361-4030
Republic		242-8381
TWA		244-9010
US Air		256-1944
		244-7500

Commuter Airlines

Allegheny C.	1-800	428-4253
Skyways		643-3660
Tenn. Airways		244-9366

Private Airline Services

Big Brother Craft	361-3000
Stephens Beechcraft, Inc.	367-3300
Nashville Jet Center	367-3400

Private Airport

Cornelia Fort Air Park	226-4256

Limousine Service
Opryland Hotel has its own privately chauffered Cadillac limousine service. Special VIP Cadillac and Lincoln stetch limousine service is $45.00. Limousines can be hired on an hourly basis, at $30.00 per hour, with a two-hour minimum. Limousine service to Opryland Hotel from the Metropolitan Airport is $35.00

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HOME SATELLITE MARKETING is the news, merchandising and marketing magazine for the Satellite Industry. Circulation will have the Industry's only BPA audited statement. HOME SATELLITE MARKETING will have penetration in retail outlets that no other publication will have. HOME SATELLITE MARKETING's circulation will include Retailers in Audio, Video, TV and Hi-Fi Stores; Household Appliance/Radio-TV Stores, Satellite/TVRO Stores; Installers, TV/Antenna Shops, Cable TV Operators, Mass Merchandisers and Distributors. Everyone will benefit from HOME SATELLITE MARKETING.

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Car Rental
Rental cars are available at the Rent-A-Car Desk, located in the main lobby of the hotel, 889-1000 ext. 2420. Economy cars available at $30.00 per day with unlimited mileage. Twelve-passenger van $60.00 per day unlimited mileage.

OPRYLAND HOTEL RESTAURANTS AND LOUNGES

OLD HICKORY RESTAURANT. Fine dining in elegant surroundings with cuisine and service in the finest continental tradition. The Old Hickory takes pride in offering an extensive menu of perfectly prepared foods for dinner. Dinner only; reservations are requested.

Sunday thru Thursday . . . . . 6:00 p.m.-10:30 p.m.
Friday and Saturday . . . . . 6:00 p.m.-11:30 p.m.

RACHEL'S KITCHEN. A bright and cheerful spot at any hour of the day. Eggs and omelettes, as well as, sandwiches, salads, hamburgers, and beverages are available for lunch or dinner.

Breakfast every day . . . . . 6:30 a.m.-11:00 a.m.
Lunch . . . . . 11:30 a.m.- 2:00 p.m.
Dinner . . . . . 5:00 p.m.-10:00 p.m.
All day dining every day . . . . . 11:30 a.m.- 1:00 a.m.

BUCKSNORT'S BAR-B-QUE & BEANERY. A special beef or pork barbecue lunch is served.

Monday thru Friday . . . . . 11:30 a.m.-2:30 p.m.

THE VERANDA. The Veranda offers a poolside retreat for the casual diner. Lunch on sandwiches, snacks, salads, sundaes.

Monday thru Saturday . . . . . 11:00 a.m.-2:00 p.m.

PICKIN PARLOR. A bar and gathering place with evening entertainment. Folk and country rhythms played live every night except Sunday.

Monday thru Saturday . . . . . 11:00 a.m.-2:00 a.m.
Sunday . . . . . Noon-1:00 a.m.

THE STAIRCASE LOUNGE. Located at the top of the grand staircase. Enjoy cocktails in a relaxing atmosphere before or after dinner. Cocktails served from 4:00 p.m. on. (Closed Sunday)

THE STAGEDOOR LOUNGE. The Stagedoor Lounge has the finest nightclub entertainment in Nashville. Enjoy top-notch performers, along with dinner, or just enjoy cocktails and a show.

Monday thru Saturday . . . . . 8:30 p.m.-1:00 a.m.
Closed on Sunday

THE SUNDAY BRUNCH. The South's most spectacular Sunday brunch is served from 10:00 a.m. until 2:00 p.m. in the Galleria or Conservatory.

JACK DANIEL'S SALOON. Enjoy the congenial atmosphere of a country tavern, decorated with authentic artifacts and other memorabilia from the world famous Jack Daniel Distillery in Lynchburg, Tennessee. Entertainment in the Nashville idiom is featured live every night but Sunday.

RHETT'S RESTAURANT. Traditional Southern hospitality is offered at Rhett's where you can select from a varied and extensive menu featuring regional favorites. Period decor is reminiscent of the 1850s.

Breakfast every day . . . . . 7:00 a.m.-10:00 a.m.
Lunch . . . . . 11:30 a.m.- 2:00 p.m.
Dinner . . . . . 5:00 p.m.- 2:00 a.m.

Louise Mandrell and Nightshift will be performing at the Banquet Tuesday evening.

Acknowledgments

The success of this Nashville Show lies in the number of exceptional educational programs and seminars being offered during the three days of the Convention. SPACE and STTI gratefully acknowledge the invaluable time and effort expended by Dr. Taylor Howard, Mike Gustafson, Robert Luly and Brent Gale in developing both the Dealer Certification courses and the technical and marketing Seminars.

Due to their dedication and hard work, the Dealer Certification Program is truly a worthwhile opportunity for dealers to gain expertise in all technical areas of earth station equipment. Seminars, independent of the Dealer Certification Program have also been designed to provide technical and marketing expertise to all Convention attendees.

Dr. Taylor Howard will be providing an Industry update at the Opening Ceremonies on Monday, September 3, at 10:30 a.m. Mike Gustafson will be moderating a panel of earth station industry specialists on Monday at 4:00 p.m., and presenting a seminar on "Satellite Downlink Power Levels" at 4:00 p.m. on Tuesday, September 4. Robert Luly is the instructor of the first Dealer Certification Course entitled, "Satellite Antennas for TVRO", which is being offered on Monday from 1:00-4:00 p.m. Brent Gale will be teaching the second Dealer Certification Course entitled, "TVRO Antenna Installation", on Tuesday from 1:00-4:00 p.m.

For their dedication to the earth station industry and their able assistance in developing these programs, SPACE and STTI offer their sincere appreciation to these gentlemen.

Dr. Taylor Howard is a professor emeritus at Stanford University, as well as a NASA scientist and an active consultant to the earth station industry. He is also President of Chaparral Communications. He has been active in SPACE as a member of the Board of Directors since its inception and authored SPACE's comments on two degrees spacing. Dr. Howard was also awarded a lifetime membership in SPACE by the Board of Directors in 1981.

Mike Gustafson founded Satellite Receiving Systems in San Jose, CA, in 1981 as a natural growth of fifteen years of work in the microwave industry. Prior to that, he studied electrical engineering at the University of Arizona at Tucson. Before starting S.R.S., Mr. Gustafson worked for a number of microwave companies in the satellite communications field. He is also a frequent panelist on satellite TV as well as West Coast Associate Editor for STV Magazine.

Robert Luly, president of Luly Telecommunications, has put to use his 24 years of electronic engineering experience to become one of the most sought after and respected authorities in the satellite industry today. He is responsible for such innovations as the portable antenna and the ferrite polarizer, and is well versed on all phases of TVRO application.

Brent Gale is the Senior Technical Advisor for Echosphere Corp. His experience includes three years with the Air Force working on electronic switching systems repair and a quality control team for electronic standards. Prior to that, Mr. Gale installed headend equipment, trouble shot complete cable television systems and designed CATV systems for Cablecom General. Mr. Gale has also had extensive training in satellite tracking systems.

Convention Highlights

Dealer Certification Program

The SPACE/STTI Nashville Show '84 will introduce the Dealer Certification Program, an educational opportunity for individuals to gain expertise in technical areas which would qualify them as knowledgable dealers of earth station equipment. Each course is designed to provide detailed information on various aspects of earth station equipment with which every qualified dealer should be familiar.

SPACE is sponsoring this program as a service to the earth station industry. It is our intention that this program will enable qualified dealers to advertise their expertise and will enable consumers to easily identify qualified dealers in their area. Upon completion of this program, dealers will be presented with a certificate which can be displayed at their store and in their advertisements.

Dealer Program Offers Ten Technical and Marketing Courses

The Dealer Certification Program has been structured in such a way that a dealer must complete and pass seven courses from the Program in order to attain certification. The Program will offer the following ten courses, five of which are "required" for certification and are marked with an asterisk (*):

* 1. Satellite Antennas for TVRO
* 2. TVRO Antenna Installations
* 3. Receiver Design and Technology
  4. Terrestrial Interference
* 5. Trouble Shooting the TVRO System
  6. How to Sell the TVRO System
  7. How to Start and Run a Small Business for Profit
  8. TVRO Financing and Repair Contracts or Insurance
* 9. Zoning, legal and legislation
 10. The Satellite System

The Program kicks off at the Nashville Show with an offering of two of the "required" courses. They are:

*1. Satellite Antennas for TVRO (Monday, Sept. 3, 1-4 p.m.)
*2. TVRO Antenna Installations (Tuesday, Sept. 4, 1-4 p.m.)

The first course, Satellite Antennas for TVRO, will be taught by Robert Luly, president of Luly Telecommunications. The course will cover such technical areas as minimum size requirements vs. satellite power and footprint, 2 degree spacing considerations, graphs on antenna noise vs. lookangle, gain and beamwidth, focal point, polarization and illumination. This course will be offered to all Convention attendees on Monday, September 3rd from 1-4 p.m.

The second course, TVRO Antenna Installations, will be taught by Brent Gale of Echosphere Corp. This course will cover assembly considerations for reflector integrity, building permits and whether or not they are required, the earth station mount, wind loading, trenching, conduits and direct burial cable, and customer considerations, to name a few. The course will be offered to all Convention attendees on Tuesday, Sept. 4th, 1-4 p.m.

These courses and the additional eight courses will be offered at major trade shows and other functions around the country and throughout the year. Each participant will receive a binder to hold text material from each course. In order to defray the cost of the Program, each course will be offered at $105.00 to non-SPACE members and $75.00 to SPACE members.

You may register for the Dealer Certification Program during Convention Registration hours across from the Convention Registration Desk.

Fourth Annual Gala Dinner Banquet

A special evening of speakers and presentations along with dinner, entertainment and dancing will be offered to all Nashville Show attendees, Tuesday, Sept. 4th beginning at 6:00 p.m. The spacious Presidential Ballroom within the Opryland Hotel Complex will be the site of this important event with seating capacity of up to 3000 people. Highlighting the evening will be the keynote presentation of Congressman Albert Gore, Jr. from Tennessee, who sponsored the Satellite Television Viewing Rights Bill (H.R. 5176) this past March. SPACE and STTI are honored to have Congressman Gore address the Nashville Show again this year, and particularly in view of the mounting exposure of the Satellite Viewing Rights legislation.

The Banquet will be topped off with entertainment featuring Louise Mandrell, who will be performing for the Nashville Banquet attendees only and dancing to the music of Nightshift, a six-piece band, to make this a memorable event. The following is the program for the Banquet:

6:00 p.m. Cocktail Party (cash bar)
7:00 p.m. Dinner
7:30 p.m. Speakers and Presentations
Keynote Speech of Congressman Albert Gore, Jr.
9:00 p.m. Louise Mandrell Show
10:30 p.m.- Entertainment and Dancing
12:30 a.m.

Banquet Tickets are still available and may be purchased across from the Convention Registration Desk during Registration hours.

Seminars

In addition to the special Dealer Certification Program, the Nashville Show will present a variety of informational and educational seminars open to all Convention attendees. Topics will include, "Overview of the Intelsat Satellite and Earth Station Antenna System," "Current State of the Art of Receiver Design," "A Total Marketing Strategy for Retailers," "Future International Satellite Systems," "Current Status of Consumer Scrambling Systems," "Parabolic Antenna and Feed Technology" and "Satellite Downlink Power Levels," to name some of the topics that will be covered. Presentations will be made by Dr. Taylor Howard, Chaparral Communications; Mike Gustafson, Satellite Receiving Systems; Robert Gruner, Comsat Labs; John Ramsey, Ramsey Electronics; Mimi Cook-Hall, Pro Sat; Richard Brown, Brown and Finn; Doug Reitmeyer, Starland Corp.; Mark Long, Satellite Orbit; Dave Beeching, Oak Satellite Systems; Frank Casten, Paradigm Mfg.; Charlie Ergen, Echosphere Corp.; Bill Sheets, Maxum; Royal Lamb, MTI; David Barker,; Joel Leipzig, Janeil Corp.; and Bob Mullenax, Odom Antennas. Refer to the Convention Agenda on page 14 for a listing of dates and times of these seminars.

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The New Olympiad I home satellite receiver represents a back-to-basics approach to earth station design, that captures high quality video performance in an inexpensive receiver package.
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THE FOCAL POINT

At the focal point of your satellite reception system sits a small, but very important component, the feedhorn.

Without a quality feed, all the expensive electronics in the world won't give you a clear picture.

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Whether you need a Polarotor™ for quick and economical polarity change, a Twister™ for all-weather performance, the Dual Feed™ or Sidewinder™ for multiple downconversion, put Chaparral at the focal point.

CHAPARRAL COMMUNICATIONS

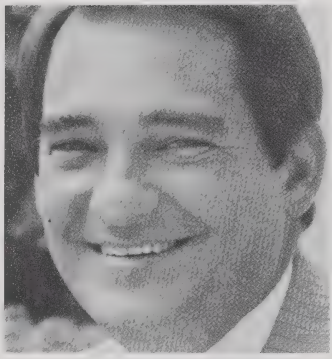
2360 Bering Drive, San Jose, CA 95131 (408) 262-2538

Nashville Show Agenda

MONDAY, SEPTEMBER 3

7:00 a.m.-6:00 p.m. **Registration Desk Open**

10:30 a.m. **Opening Ceremonies**
Keynote Speaker: Congressman W. J. (Billy) Tauzin (D-LA)
Industry Update: Dr. Taylor Howard, President of Chaparral Communications
Tennessee Ballroom



Tauzin

12:00 p.m. **Grand Opening of the Nashville Show Exhibit Hall**

1:00 p.m.-4:00 p.m. **Dealer Certification Course #1**
Satellite Antennas for TVRO
Robert Luly, President of Luly Telecommunications
Cumberland Room

1:00 p.m. **Overview of the Intelsat Satellite & Earth Station Antenna System**
Robert Gruner, Manager of Earth Terminal Antenna Department at Comsat Laboratories.
Jefferson Room

2:00 p.m. **Current State of the Art of Receiver Design**
John Ramsey, President of Ramsey Electronics
Jefferson Room

3:00 p.m. **A Total Marketing Strategy for Retailers**
Mimi Cook-Hall, President of ProSat
Jefferson Room

4:00 p.m. **TVRO Industry Panel**
Mike L. Gustafson, President of Satellite Receiving Systems moderating
A representative from each industry discipline will be on hand to discuss issues and answer questions.
Panel:
Frank Casten, Paradigm Mfg. Inc.
Bob Brand, Chaparral Communications
Mike Fornaciari, Magnum Microwave
Mike Render, Lowrance Electronics Inc.
Royal Lamb, MTI Systems, Inc.
Asa Baird, Amplica, Inc.
Jefferson Room

5:00 p.m. **Dealer Open Meeting**

6:00 p.m. **Exhibit Hall closes**

TUESDAY, SEPTEMBER 4

7:00 a.m.-6:00 p.m. **Registration Desk Open**

9:00 a.m. **SPACE General Membership Meeting**
Jefferson Room

10:00 a.m. **Legislative and Legal Presentation**
Brown and Finn, counsel to SPACE
Jefferson Room

America Buys When You Know How to Sell
Doug Reitmeyer, President of Starland Corp.
Adams Room-A

11:00 a.m. **Exhibit Hall opens**

Future International Satellite Systems
Mark Long, U.S. Bureau Chief for Satellite Orbit International
Jefferson Room

Current Status of Consumer Scrambling Systems
Dave Beeching, Director of Marketing and Sales for Oak Satellite Systems
Adams Room-A

12:00 p.m. **Lunch Break**

TUESDAY, SEPTEMBER 4

1:00 p.m.-
4:00 p.m. **Dealer Certification Course #2**
TVRO Antenna Installations
Brent Gale, Senior Technical Advisor for Echosphere Corp.
Cumberland Room

1:00 p.m. **Future Developments in the TVRO Industry**
Panel:
Ken Kinderman, Director of Network Distribution, HBO
Gus Wirth, Jr., Chairman of Delta Satellite
Dr. Taylor Howard, President of Chaparral Comm.
Jefferson Room

Distributor Programs, Problems and Solutions
Charlie Ergen, President of Echosphere Corp.
Adams Room-A

2:00 p.m. **A Technical Description and Comparison of LNA, LMB, LNC & LNF Systems**
Mike Fornaciari, Manager of TVRO Products for Magnum Microwave
Jefferson Room

Reducing Service Calls by 30%
Bill Sheets, President of Maxum
Adams Room-A

3:00 p.m. **Linear Actuators and Alternatives in the Satellite Television Industry**
Royal Lamb, President of MTI
Jefferson Room

LMB and Block Systems
Jim Morsillo and Kingsley Hastings, Radio Semiconductor Inc.
Adams Room-A

4:00 p.m. **Satellite Downlink Power Levels**
Mike Gustafson, President of Satellite Receiving Systems
Jefferson Room

4:00 p.m. **Parabolic Antenna & Feed Technology**
Frank Casten and Gene Campbell, Paradigm Mfg. Inc.
Adams Room-A

5:00 p.m. **Exhibit Hall closes**

6:00 p.m. **Convention Banquet**
Banquet Speaker: Congressman Albert Gore Jr. (D-Tenn.)
Cocktails, Dinner, Speakers, Entertainment and Dancing
Presidential Ballroom

Gore

WEDNESDAY, SEPTEMBER 5

7:00 a.m.-
3:00 p.m. **Registration Desk Open**

9:00 a.m. **Exhibit Hall opens**

Microprocessor Integrated Earth Stations
Dave Barker, Engineering Consultant
Jefferson Room

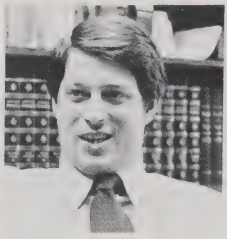
10:00 a.m. **System Design for Block Down Conversion Receiver Systems**
Joel Leipzig, Director of Marketing, Janeil Corp.
Jefferson Room

11:00 a.m. **Distributors—Who Needs Them?**
Bob Mullenax, President of Odom Antenna
Jefferson Room

3:00 p.m. **Exhibit Hall closes**

Congressional Speakers

Tauzin



Gore

Congressman W. J. (Billy) Tauzin (D-LA) is a strong supporter of SPACE's legislative efforts and has followed the earth station industry's movements from the beginning. He is well known to our industry. Congressman Tauzin cosponsored the Satellite Television Viewing Rights Act (H.R. 5176) when it was introduced in the House of Representatives this past March. He offered his support to this industry that same day when he spoke to the Banquet attendees of the SPACE Las Vegas Convention by way of a live teleconference from Washington, D.C. Because he has so diligently served our industry Congressman Tauzin is the keynote speaker of the Opening Ceremonies, Monday, September 3rd at 10:30 a.m.

Congressman Tauzin was born in Chackbay, Louisiana in 1943, received a B.A. degree from Nicholls State University and a law degree from Louisiana State University in 1967. He entered into a private law practice the following year. In 1971, Congressman Tauzin was elected to the Louisiana House of Representatives where he served as Chairman of the House Natural Resources Committee, Chairman of the Southwest Regional Energy Council, and Chairman of the Energy Development Study Commission. He was also a member of the Legislative Budget Committee and recognized as one of Louisiana's "Ten Best Legislators" in 1978 and 1979.

In 1980, he was elected to the 96th Congress in a special election. He was reelected to the 97th Congress with 85% of the vote and unopposed in his reelection to the 98th Congress.

Congressman Tauzin is a member of the Energy and Commerce Committee where he serves on the Fossil and Synthetic Fuels Subcommittee and the Commerce, Transportation and Tourism Subcommittee. He is also a member of the Merchant Marine and Fisheries Committee and serves on the Fisheries and Wildlife Conservation and the Environment Subcommittee, the Coast Guard and Navigation Subcommittee and the Oceanography Subcommittee.

SPACE AND STTI are honored to have Congressman Tauzin address the earth station industry at this Nashville Show.

On March 19, 1984, Congressman Albert Gore Jr. (D-Tenn.) introduced the Satellite Television Viewing Rights Act of 1984 (H.R. 5176) in the House of Representatives. In light of the mounting exposure of the Satellite Viewing Rights Legislation, SPACE is honored to have Congressman Gore speak at the Fourth Annual Banquet for the earth station industry.

A look at the history and past accomplishments of Congressman Gore reveals his commitment to leadership and integrity. He was born on March 31, 1948, and was raised in Carthage, Tennessee, and in Washington, D.C. He studied government at Harvard University and graduated with honors in 1969. After graduation, he volunteered for enlistment in the US Army and served in Vietnam. After returning to civilian life, he became an investigative reporter with the Nashville Tennessean and operated a small homebuilding business. He also attended Vanderbilt Graduate School of Religion and Law.

Congressman Gore was elected to the House of Representatives from Tennessee's Fourth Congressional District in 1976 in his first campaign for public office. He was reelected in 1978 without opposition, in 1980 with 96 percent of the primary vote and 79 percent in November, and reelected a fourth time in 1982 without opposition in the state's new Sixth Congressional District.

He was chosen by the Tennessee Conservation League as the Conservation Legislator of the Year in 1980 and by the Jaycees as one of the "Ten Outstanding Young Men of America" that same year. He was named by NEXT magazine as one of the 100 most powerful people in public affairs in the 1980s.

In 1981, Gore was appointed to serve on the House Select Committee on Intelligence, which oversees the US intelligence community, both foreign and domestic.

At present, Congressman Gore serves on the House Energy and Commerce Committee, where he is assigned to the following Subcommittees: Oversight and Investigations, Telecommunications, Consumer Protection and Finance, and Energy, Conservation and Power.

He also serves on the House Science and Technology Committee, where he is assigned to the Transportation, Aviation and Materials Subcommittee. He is Chairman of the Committee's Investigations and Oversight Subcommittee, through which he has conducted hearings into genetic engineering, organ transplants, computers in education, medical science fraud, and other science and health issues.

Because of his dedication and service to the earth station industry, we are honored to have Congressman Gore address the Nashville Banquet.

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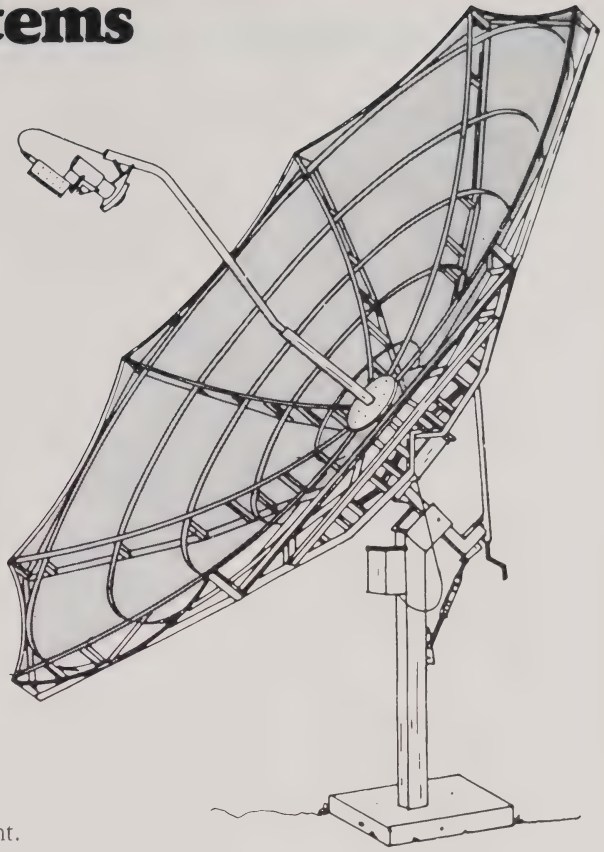

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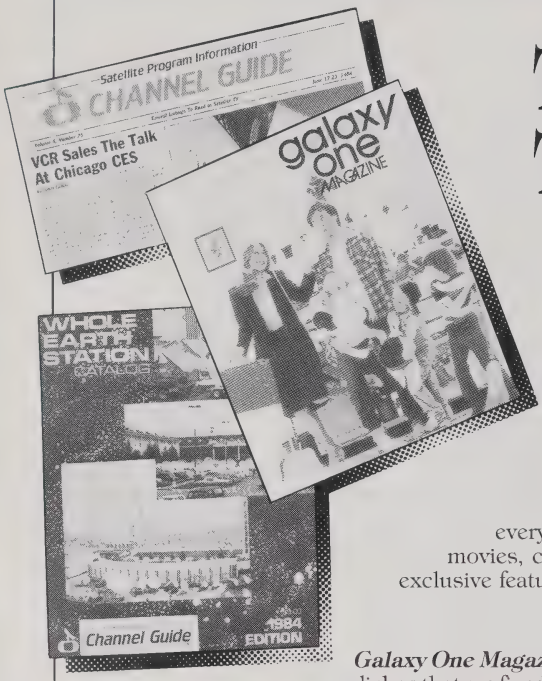

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1 SWIVEL ROD END Attaches firmly to dish bracket, but still allows angular play. Prevents any side loads on the end of the Actuator.

2 SLIP CLUTCH Patent pending clutch slips only when Actuator reaches end of travel. Never slips under load.

3 ROD WIPER AND SEAL Built directly into the outer tube. Rod wiper removes all foreign material, such as dirt or ice, assuring clean, smooth operation. Polyure thane seal prevents moisture from running into the Actuator.

4 HEAVY OUTER TUBE Made of .187 thick 6061 aluminum DOM. Heat treated to T-6 for extra strength, then black anodized, for corrosion resistance inside and out.

5 HIGH EFFICIENCY THREAD Unique thread design chosen for maximum efficiency and rolled to provide a precision work hardened surface. This design also prevents jamming at end of travel.

6 SOLID ROD LUBRICANT Impregnated into the solid steel rod. This lubricant will not dry out, wipe off or run off. The impregnation will last for life and is unaffected by temperature. Tested throughout the temperature extremes experienced in actual operation.

7 GIMBAL BRACKET Allows 360° horizontal and 32° vertical motion. Keeps Actuator at the most efficient angle and the load in pure compression or tension to prevent any failure due to side loading. Powder, high temperature glazed coating.

8 SOLID GIMBAL LUBRICANT Washers made out of space aged Molybdenum Disulfide for full permanent lubrication.

9 NYLON INNER TUBE SUPPORTS Sus pends inner tube to prevent seal distor tion and provides nylon sliding surfaces to minimize friction and prevent scraping.

10 MACHINED BRONZED ACME NU For positive control without slop . Machined for maximum efficiency with unique three lead thread.

AimerII BY DRACO

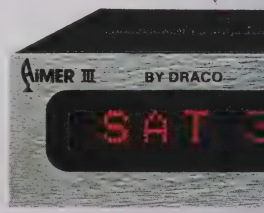
Semi-Programmable, low profile, completely self-contained with built-in power supply. Exclusive fast pass allows you to input any satellite location in less than 12 seconds, then simply push GO TO and the Actuator makes one smooth run to the location. Built-in memory uses newest technology E Prom for total back-up during any length of power failure. Full three digit LED readout.

Semi-Programmable. Program any location in less than 12 seconds and push GO TO. The rest is automatic.

FEATURES Aimer II

- Semi-Automatic or Manual Mode
- Programmable Travel Limits
- Repeatability ±.0042 inches
- Soft Dynamic Braking
- Non-Volatile Memory
- Overload Protection
- Built-in Power Supply
- Single Chassis Design
- Self-Diagnostics
  - Fuse Detect
  - Jam Detect
  - Memory Fault Detect
- Physical Specs

• Ship Wt.	9.00 lbs.	
• Height	1.70 in.	4.30 cm.
• Width	9.00 in.	22.90 cm.
• Depth	7.75 in.	19.70 cm.



FEATURES Aimer III

- Easy to read, large dot matrix display.
- 64 satellites that take care of satellite location and polarity.
- User programmable, which allows you to put in any alphanumeric combination, so you can add any satellite and call it by name (up to 4 digits).
- Programmable polarity with automatic skew and automatic satellite format.
- Optional Tuner (Receiver) interface allows you to have the receiver change polarity and the

INNOVATIVE ELECTRONICS Manufactured by DRACO LABORATORIES, INC.

AIMERS BY DRACO

11 BELLEVILLE WASHERS Preloads the roller bearings, taking up any slack in bearing mounts

12 DUAL TIMKEN® TAPERED ROLLER BEARING Designed to take full thrust and radial loads.

13 MOISTURE DRAIN Positioned to drain any moisture which may accumulate, due to condensation. Note: Moisture drains past the bearings, not through the bearings.

14 SPECIAL BEARING LUBRICANT For full viscosity from +400°F to −44°F. Moly-Coat 44.®

15 SEPARATELY SEALED GEAR BOX For full moisture protection and clean operation. Will not freeze or corrode as the complete gear box is sealed and lubricated.

16 PERMANENT GEAR LUBRICANT Consists of special Dow lubricant which maintains viscosity through temperature range of −44° F. to +400° F.

17 POWERFUL D.C. MOTOR 12 to 36 VDC permanent magnet motor. Provides the needed torque at a safe, low voltage.

18 OPTO-INTERRUPTOR The most positive sensing, using infrared interruptors. Resolution of .00169 inches of linear movement per pulse. Will not pick up extra pulses from static in the air, lightning, or engine ignition (such as lawn mowers).

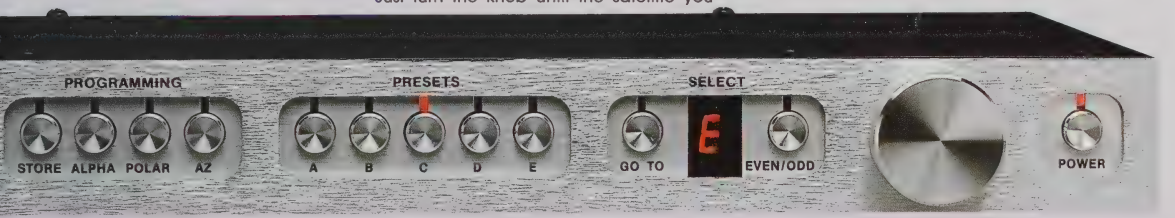
19 G-10 FIBERGLASS CONTROL BOARD Moisture-proof, conformal coated to prevent corrosion.

20 WEATHERPROOF SEALED PROTECTIVE COVER Made of ABS with impregnated material to prevent deteriorating in rain, snow or shine.

21 SOLID STEEL GEARS Carbon nitride heat treatment for extra hardness. Machined for positive smooth operation.

Aimer III BY DRACO

The complete answer to satellite dish movement and polarity. Up to 64 satellite locations with microprocessor accuracy of position and polarity. Simple to operate. Just turn the knob until the satellite you want reads out and push GO TO. The Aimer III does the rest. Low profile., completely self-contained with superb styling that fits in with any decor.



Aimer III will automatically set skew and format.

- Single chassis design, low profile with built-in power supply.
- Six conductor cable for full operation of Aimer and polarity feed horn (Polarotor I type).
- Internal resolution of .00169 inch per pulse.
- Repeatability of ± .0068 inches zero to full load.
- Programmable travel limits.
- Manual or automatic fine tune of Actuator and polarity.
- Parental Lock can be locked on a specific satellite, or locked between satellites.
- Automatic 8 hour time-out of Parental Lock if you forget your code.
- Self-diagnostics which tell you:
  - If fuse is burned out, or wire in cable broke, display reads "Fuse".
  - If user goes to one of the programmed limits, display reads "Lim".
  - If dish jams or mount jams, display reads "Jam".
- Non-volatile memory maintains memory of all information during a power failure for up to six months.
- Even (E), Odd (O) polarity of transponders (channels) 2, 4, 6, 8, etc. would be Even (E); 1, 3, 5, 7, etc. would be Odd (O).
- Push button polarity change.
- Physical Specs
  - Ship Wt. 13 lbs.
  - Height 1.7 in. 4.3 cm.
  - Width 16.5 in. 19.3 cm.
- Optional Tuner (Receiver) Interface.
  - If receiver has polarity control with skew, use Interface II.
  - If receiver has polarity control without skew, use Interface I.

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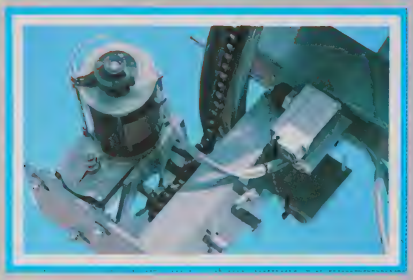

A.

B.

THE HERO 13 is a full foot larger than the tinker-toy 12 footers. It has strength no tinker-toy antenna ever had, and performance that runs 'rings around the toy like competition! A full foot bigger — a fat 1 dB more gain than the best of the 12 footers. And complete; a horizon to horizon motor drive (your customer's won't miss the new F2R, G2, birds with a Hero antenna!) that brings in true world-class pictures from the FULL arc! Dealer friendly. A complete install kit; special drills, tools are packed with each antenna. You need NOTHING but a 1/4" hand drill, screw driver, and adjustable wrench. Everything else is included. MOTOR DRIVE, digital read out control (with built in Polarotor control) and a self-proofing feed; it checks itself and you KNOW you have maximum gain! No cables to prepare; our MASTER CABLE has all connectors in place; everything 'snaps together' in record time! You can actually install a HERO 13 as fast or faster than the tinker-toy 12 footers.

A. Horizon to horizon motor drive. (uncovered)
B. HERO digital remote control antenna positioner.
C. Adjustable feed and LNA mount.

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And we saved the best part for last. The price! As low as $1,195 dealer net in small quantities for a 13 foot system that goes together faster, works better, and looks like a professional installation. Tired of playing with tinker-toy antennas? Graduate to the professional ranks with the HERO 13. If 13 foot of massive gain is too big for your area, HERO 10 offers all of the same dealer and user friendly features in a ten foot, high performance dish; at the even lower price of $995 for a complete 10 ft. system. A few select dealerships are still available.

*The HERO 10 ft. and 13 ft. system includes: antenna • polar mount • horizon to horizon motor drive • digital remote control box • 100 ft. of cables with connectors • electromechanical limit switches.

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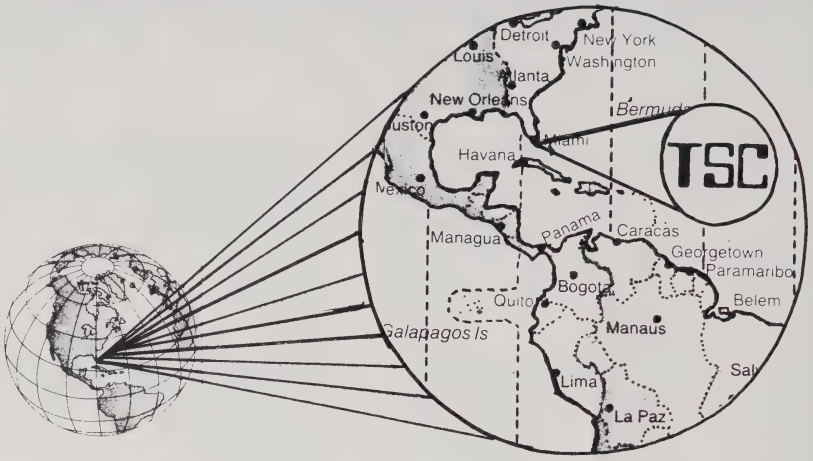

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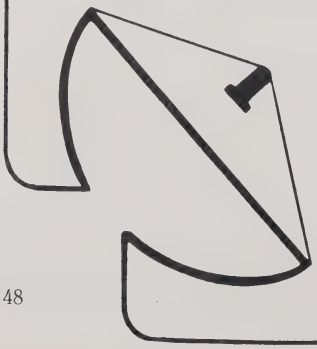

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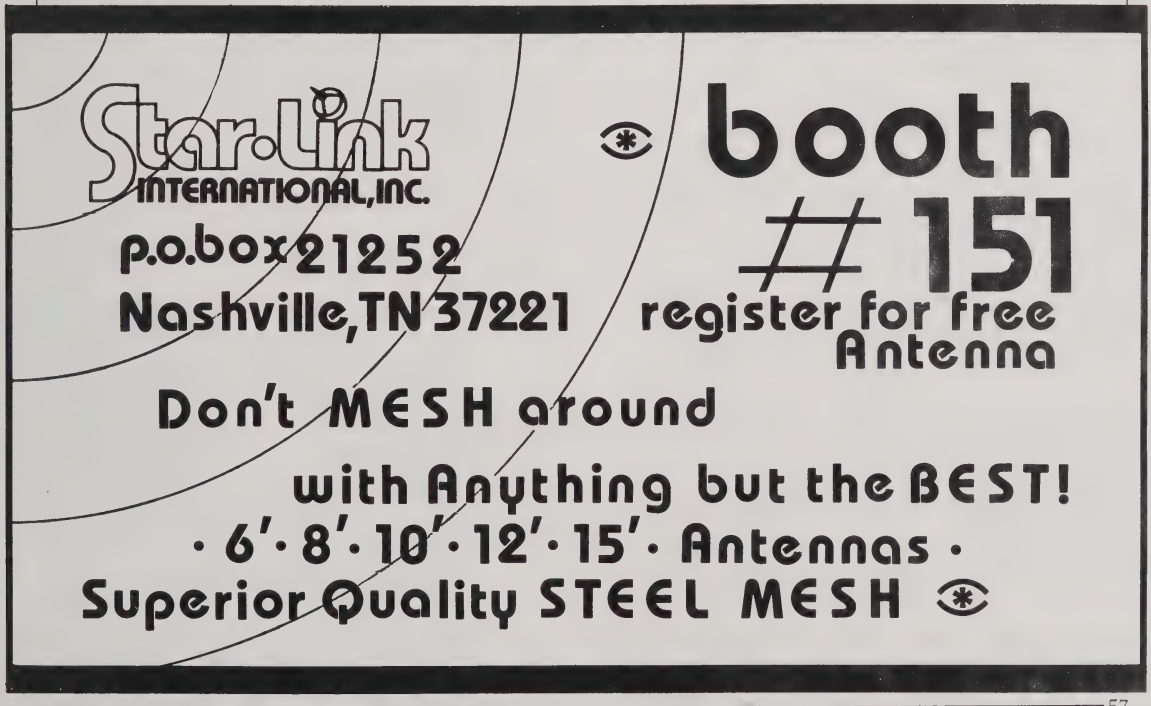

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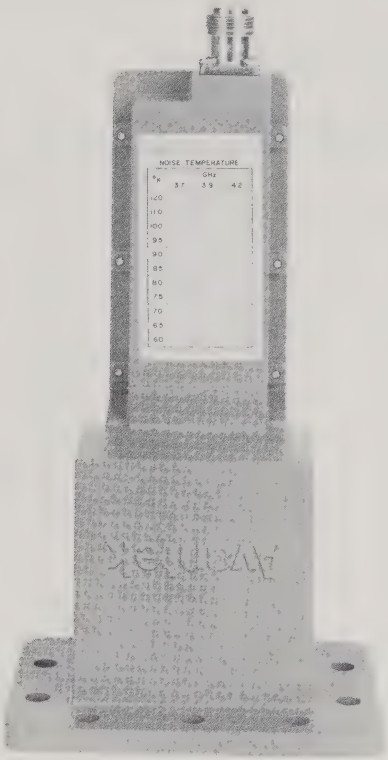

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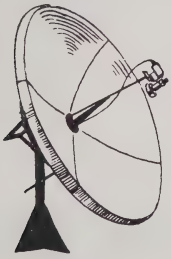

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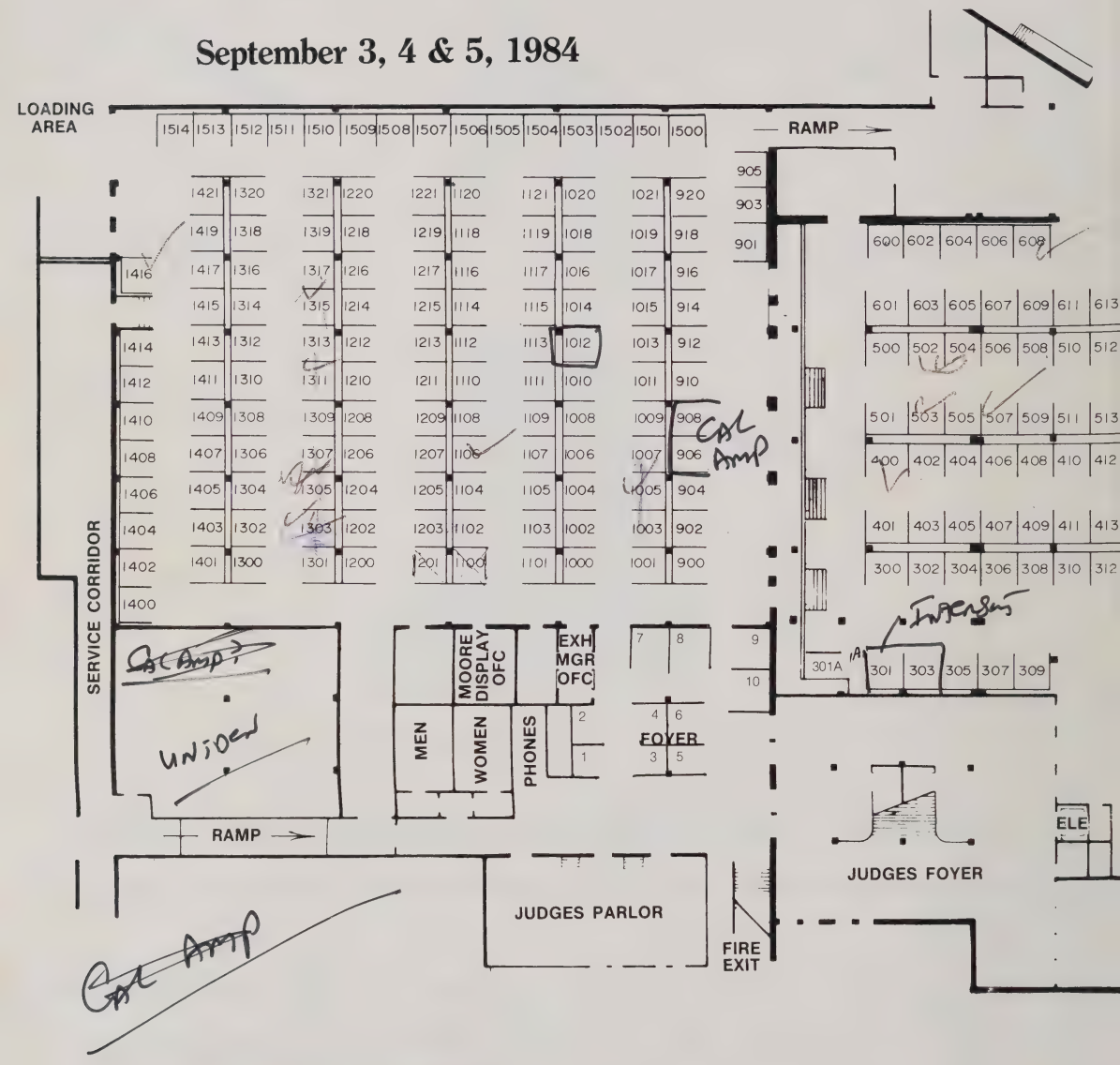

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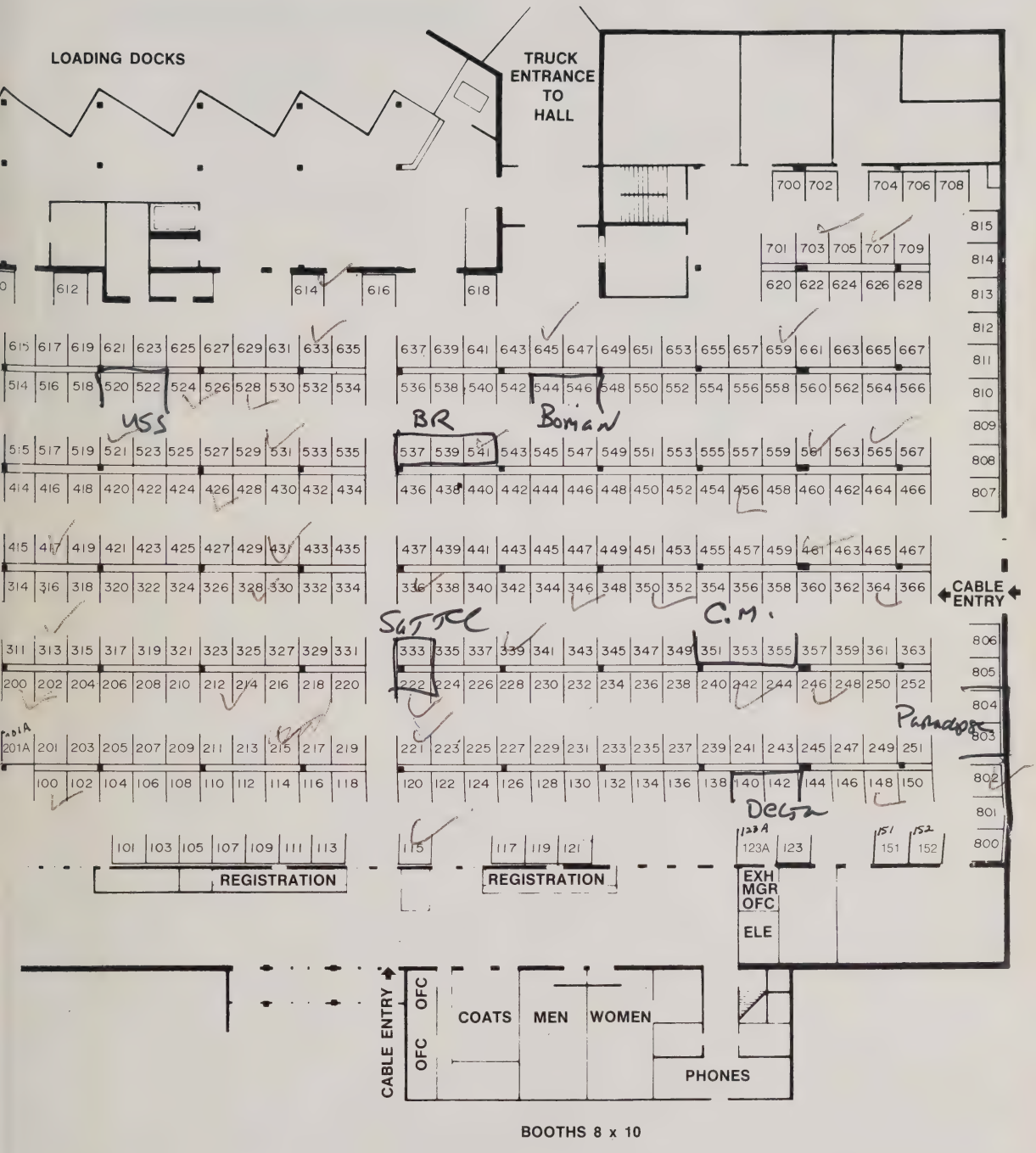
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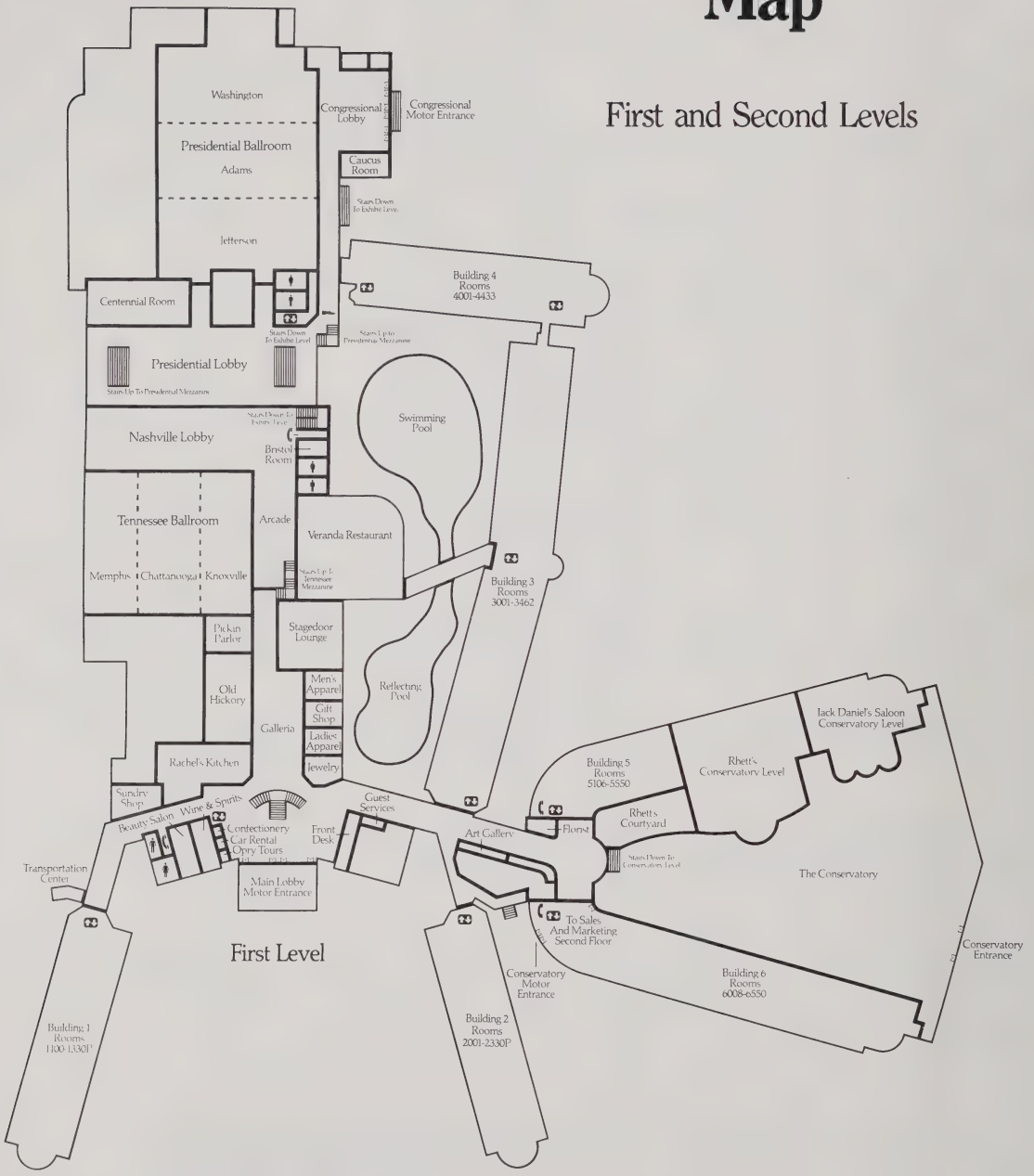
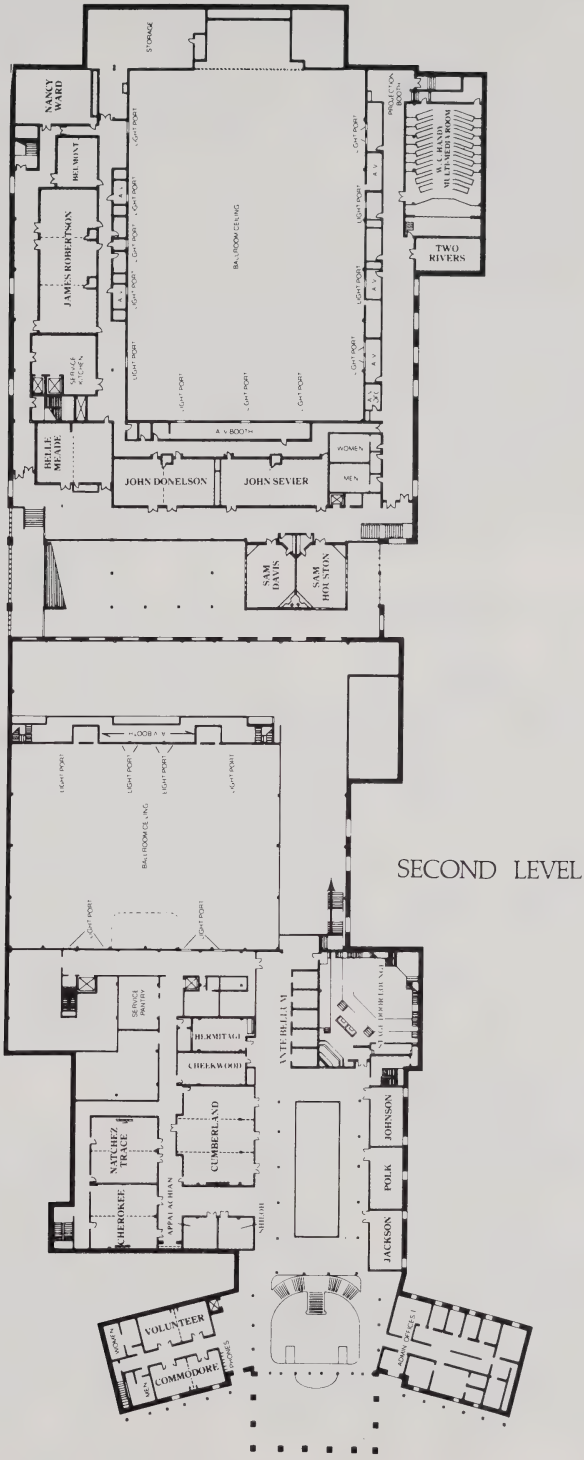
Opryland Hotel Map

First and Second Levels

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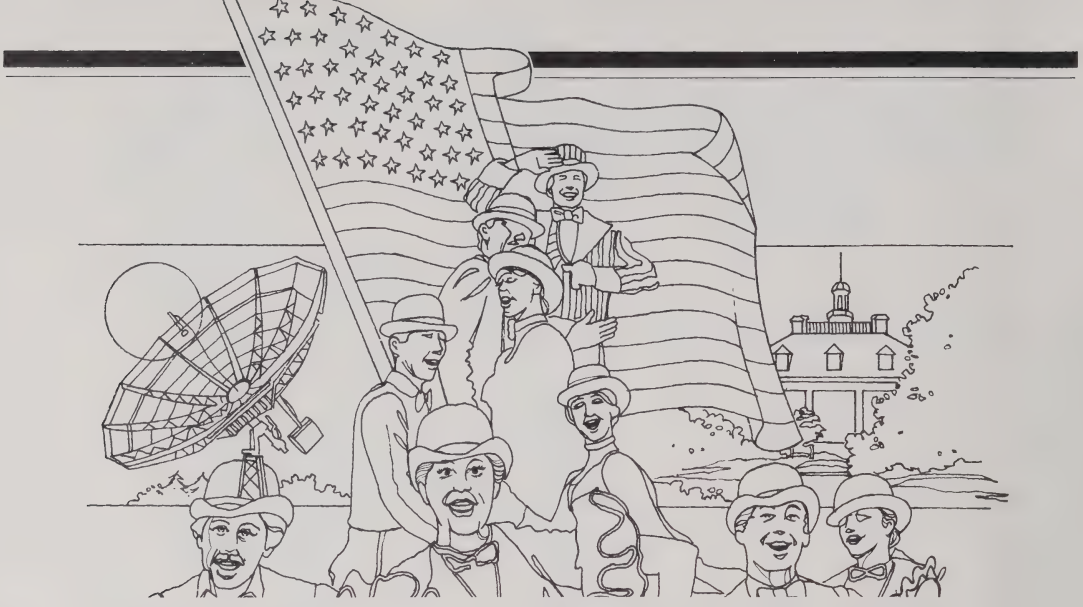


Things to Do at the Nashville Show

Opryland U.S.A.

Located adjacent to the Opryland Hotel, Opryland U.S.A. is America's only musical showpark, featuring more than a dozen different live shows—from a Gay '90s revue to '50s rock and roll. Opryland U.S.A. covers 120 acres on the banks of the scenic Cumberland River. More than 350 young talented entertainers sing and dance in fully staged musical productions.

Opryland is divided into several themed areas, with many of them representing the musical productions presented there, for instance gospel music in the New Orleans area and bluegrass music in the Hill Country area. Known as "the Home of American Music", Opryland can have as many as 15 fully-staged shows at the same time.

The musical shows are complemented by numerous restaurants, games, shops, artists and craftsmen. More than a score of rides and advertures can be found at Opryland U.S.A. The newest ride which just opened in June 1984 is the Screamin' Delta Demon, a twisting turning experience through the Opryland bayou country. Also there's the Grizzly River Rampage, a hair-raising rafting adventure down Opryland's own white-water river. And the Wabash Cannonball (a corkscrew roller coaster), the Barnstormer (a twirling biplane ride high above the complex), and the Rock 'n' Roller Coaster contribute their special thrills. The Opryland Sky Ride gives you a panoramic view of the entire park, while the Oprylnd Railroad gives you a ground level look at the sprawling entertainment complex. There are also a collection of smaller rides and attractions for young children.

The Grand Ole Opry

Another attraction of the Opryland Complex is the Grand Ole Opry. This is a genuine show business phenomenon. The Grand Ole Opry has been broadcasting country music radio shows every Friday and Saturday night since 1925 and is the longest running live radio show in the world. In its 59 years, the Grand Ole Opry has logged many impressive accomplishments, like establishing the first country music cable television network—The Nashville Network, and renaming Nashville, Tennessee "Music City U.S.A." Every week there are two Friday night shows and two Saturday night shows scheduled.

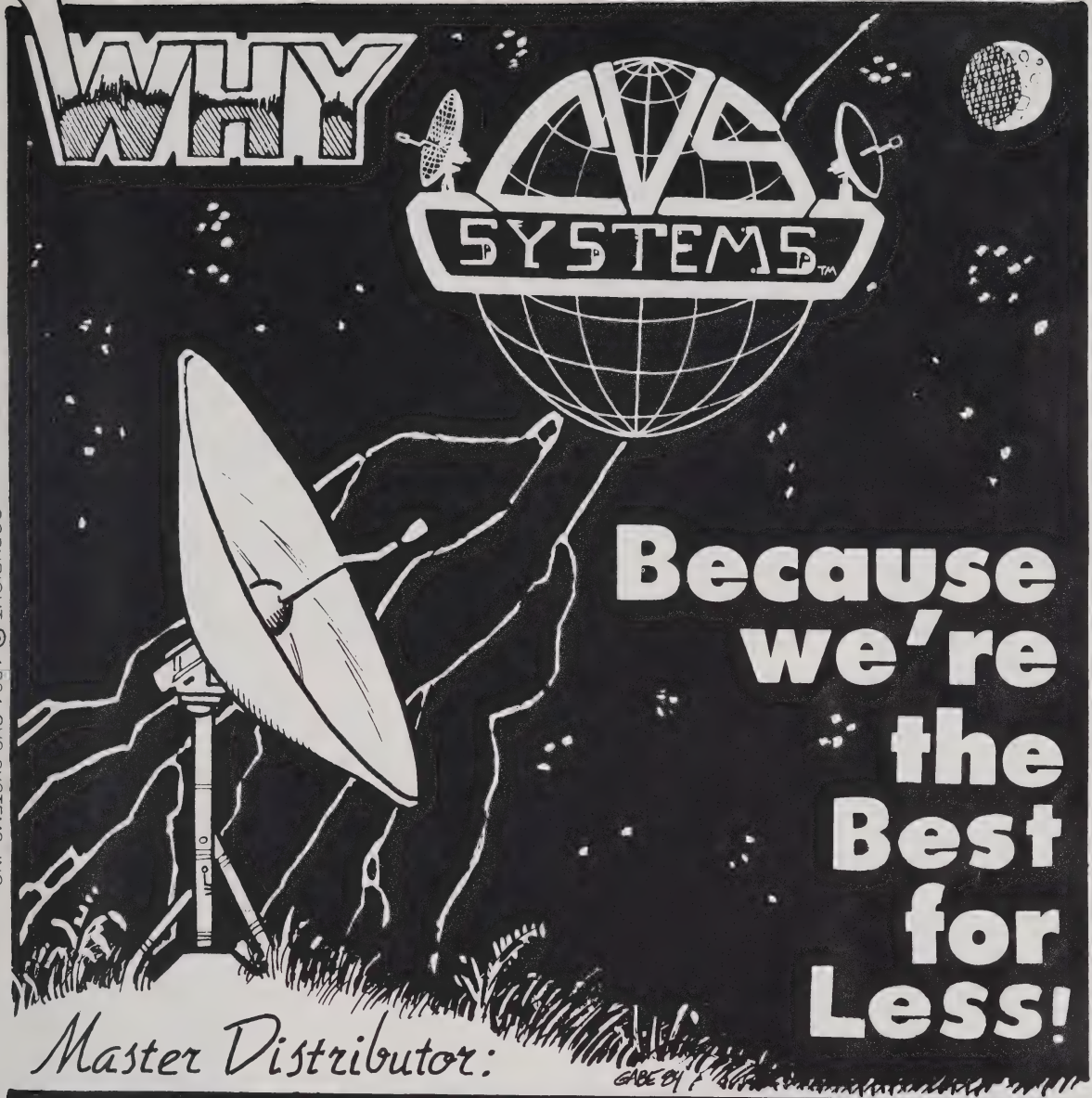
All Opry shows are planned on a week to week basis, so it is difficult to determine who will be performing at any given time. But every Opry show is worthwhile, and although tickets are reputed to be difficult to come by, they are not impossible to obtain. General admission tickets go on sale every Tuesday for that weekend's show and are sold on a first-come, first-served basis at the Grand Ole Opry ticket office.

During summer months, there is another way to see the performers of the Grand Ole Opry. The Opry Star Concerts, a concrt series presented Monday through Thursday feature individual Opry members in the Grand Ole Opry House and here you can enjoy the performances of Roy Acuff, Loretta Lynn, Dottie West and more. For more information on Grand Ole Opry tickets call (615) 889-3060.

The Nashville Network and "Nashville Now"

Opryland is also the home of the Nashville Network, a national cable television network that went into operation early in 1983. Many of its shows are producted at Opryland, in studios at the Grand Ole Opry, at the theme park, and at the Opryland Hotel. The shows on The Nashville Network range from talk and variety programs to country-style game shows and sports shows.

Many shows are produced before live studio audiences. One show that requires an audience on a regular basis is "Nashville Now" a live 90-minute program produced Monday through Friday nights. If you wish to view a performance of "Nashville Now," contact the Special Events Department at the Opryland Hotel for special group accommodations at tapings.



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- **Educational Program and Dealer Certification Courses**

  Through this program, a dealer can gain expertise in all areas of earth station installation and operation. The program is designed to increase the number of qualified dealers, enabling those dealers to advertise their expertise, thereby aiding consumers.

- **Standards Program**

  A committee comprised of industry experts will develop performance testing and measurement standards for earth station components which will help dealers in identifying performance levels of equipment of various manufacturers.

- **Statistics Program**

  This program has been developed to collect, aggregate and publish data on the earth station industry. This information will help members and industry representatives in their marketing and financial efforts.

- **Legislative and Legal Counsel**

  As always, SPACE attorneys stand ready to assist our members with legal problems. Recently, the Satellite Viewing Rights Legislation was introduced in Congress and these Bills serve to affirm the right to receive and view satellite programming! Lobbying efforts have already succeeded in gaining the support of 33 Congressmen as co-sponsors of these bills. Presently SPACE attorneys are representing Starlink, a satellite earth station dealership in Kansas which was sued by Air Capital, a cable television company. A favorable result of this case could establish a precedent for TVRO viewership rights.

- **Zoning Regulations**

  Zoning issues in all states will be monitored by a newly created task force. A data base describing zoning activities in each state is being established in order to provide immediate and up-to-date information and advice to dealers facing zoning problems. Additionally, a new publication on zoning issues which will supplement "The Satellite Earth Station Zoning Book" is being prepared to offer information and assistance to zoning boards in preparing ordinances on earth stations.

Your membership funds help to support these programs. Help your industry grow in these and many more important areas.

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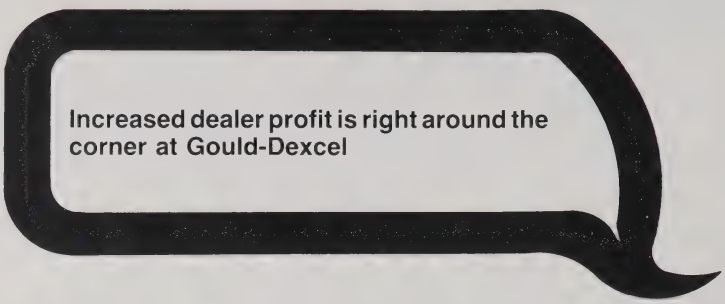

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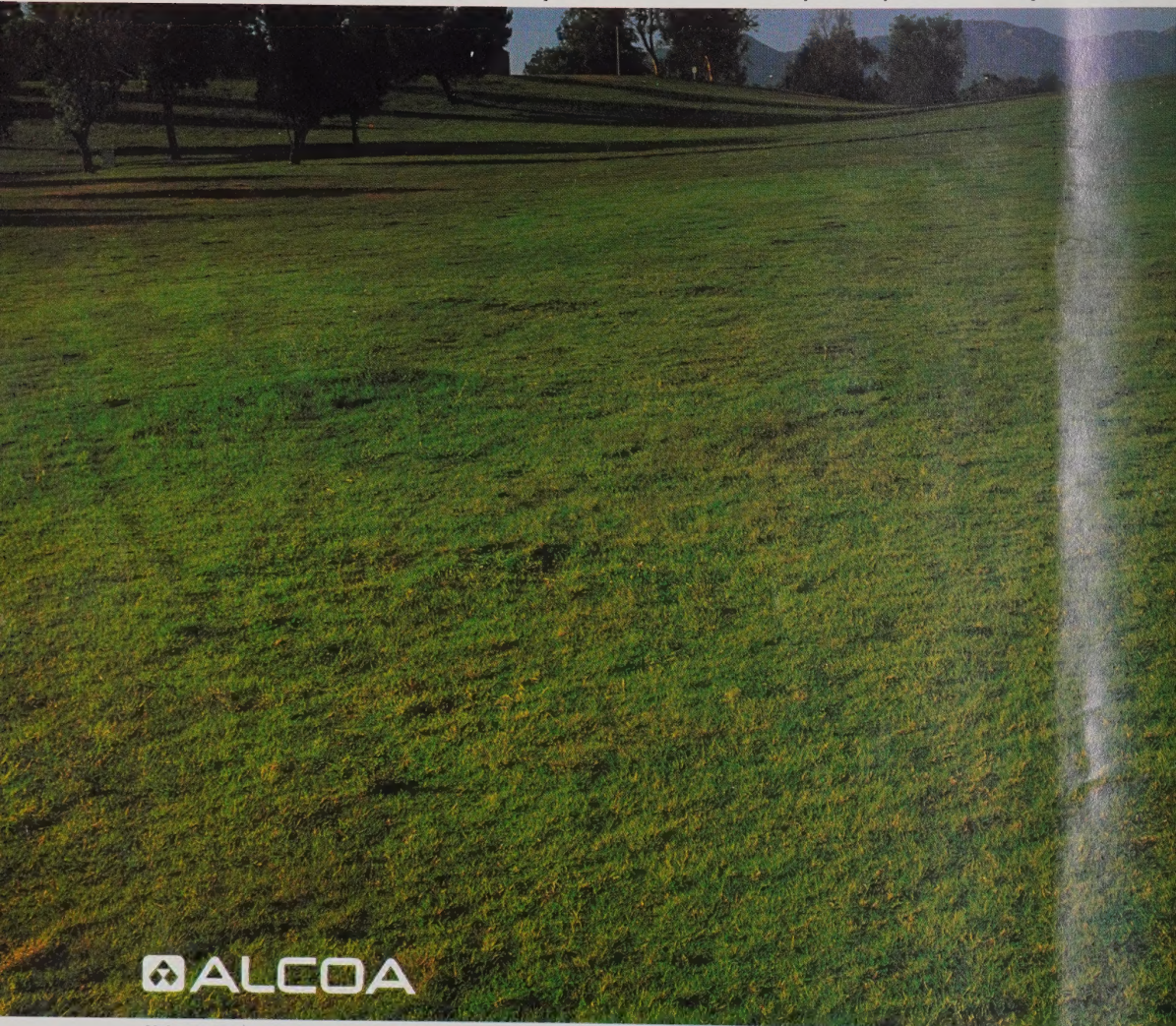

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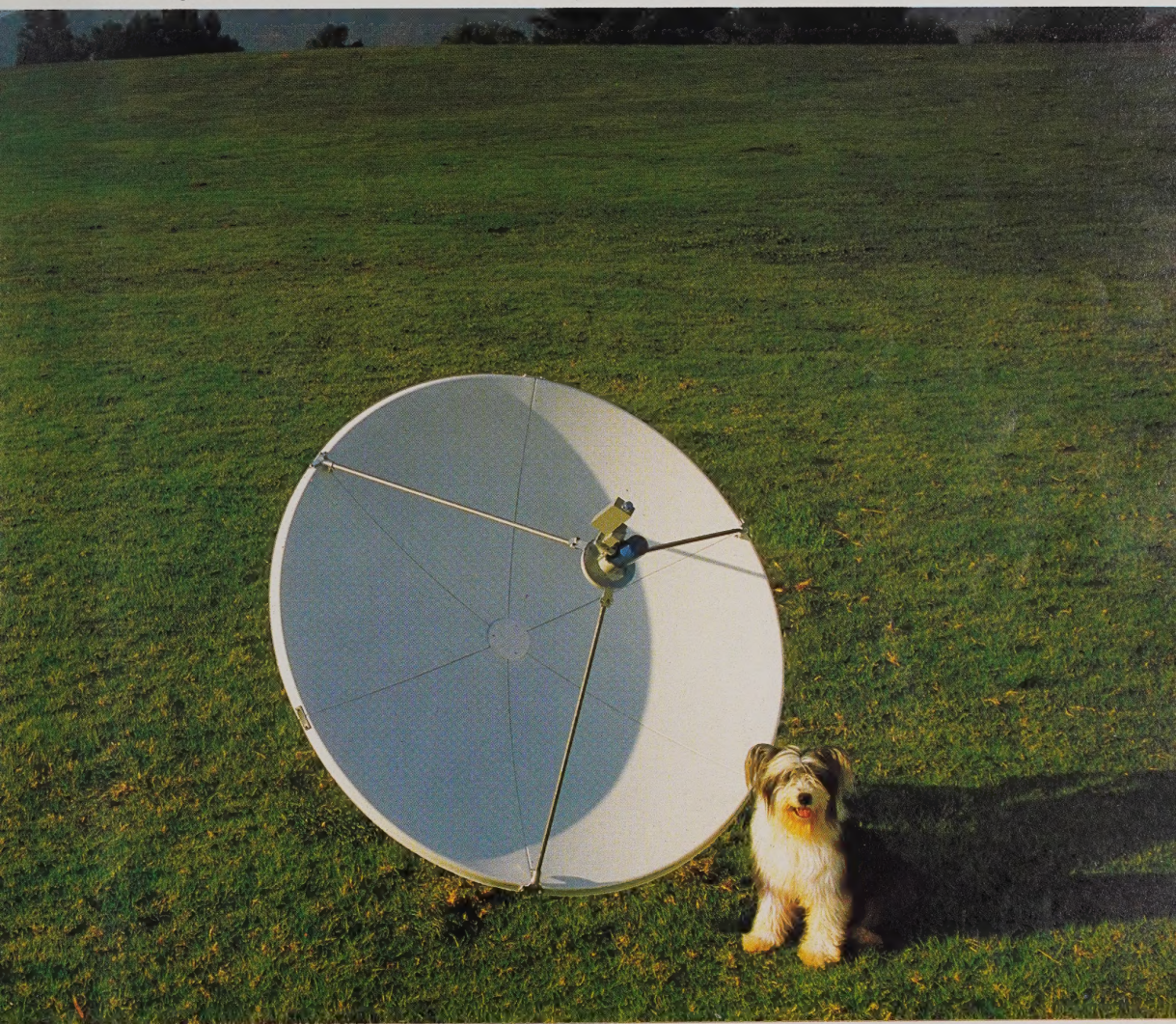

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